

Message Text

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53

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

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R 052224Z DEC 74

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 5680

UNCLAS MONTREAL 1879

USDOC

E. O. 11652: N/A

TAGS: BGEN,CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

REF: STATE A-7974 OF SEPT 20, 1973

1. 122/04/P0017

2. 120574

3. E. TOLMAN

4. 122 CANADA

5. M D I

6A. WRITE, CALL OR CABLE

6B. W.P. CAINE, PRESIDENT

6C. COMMONWEALTH PLYWOOD CO. LTD.

P.O. BOX 90

STE. THERESE, QUEBEC J7E 4H9, CANADA

7. TELEPHONE; (514) 435-6541

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9. 102-111-112

9A. DIRECT SALE AND AGENCY (OR DISTRIBUTORSHIP)

10. DESCRIPTION

2421211-0000. SOFTWOOD ROUGH BOARDS, LESS THAN 2 INCHES THICK
2421213-0000. SOFTWOOD ROUGH BOARDS, 2 INCHES THICKNESS ONLY
2421215-0000. SOFTWOOD ROUGH LUMBER AND TIMBER OVER 2 INCHES
2421221-0000. SOFTWOOD DRESSED LUMBER LESS THAN 2 INCHES
2421223-0000. SOFTWOOD DRESSED LUMBER 2 INCHES
2421225-0000. SOFTWOOD DRESSED LUMBER AND TIMBER OVER 2 INCHES
24217XX-0000. SOFTWOOD CUT STOCK
24218XX-0000. SOFTWOOD FLOORING AND OTHER GENERAL SAWMILL AND
PLANING MILL PRODUCTS

COMMONWEALTH PLYWOOD CO. LTD., IS A LARGE, WELL-ESTABLISHED FIRM SERVING ONTARIO AND QUEBEC. ORIGINALLY INCORPORATED BY U.K. INTERESTS, IN 1940 FOR WAR PRODUCTION, IT IS AN INTEGRATED LOCALLY-OWNED CORPORATION ENGAGED IN HARVESTING ITS OWN HARDWOOD TIMBER FOR THE MANUFACTURE OF HARDWOOD VENEER, PLYWOOD AND LUMBER, WHICH IT MARKETS UNDER THE TRADEMARK "HUSKY PLYWOOD". VARIOUS COMPONENTS USED IN THE CORE OF ITS PLYWOOD ARE OBTAINED FROM CANADIAN SUPPLIERS AS WELL AS FOREIGN SOURCES.

AT PRESENT, THE COMPANY OPERATES FOUR WAREHOUSES AND SALES OFFICES IN QUEBEC AND ONTARIO FOR THE PURPOSE OF SERVICING THE DOMESTIC MARKET. A WHOLLY-OWNED SUBSIDIARY, ROBERT BURY AND CO. (CANADA) LTD., OWNS AND OPERATES THREE WAREHOUSES IN THE SAME AREA. THE FINAL STEP IN A DOLS 1 MILLION EXPANSION PROGRAM FOR THE COMPANY'S DISTRIBUTION FACILITIES HAS BEEN APPROVED. BY MID-1975, WAREHOUSING AREA WILL BE INCREASED BY NEARLY TWO-THIRDS.

APART FROM THE COMPANY'S OWN PANEL PRODUCTS, THE DISTRIBUTION CENTERS HANDLE A WIDE RANGE OF LOCAL AND IMPORTED COMPLEMENTARY AND COMPETITIVE PRODUCTS INCLUDING SOFTWOOD, PREFINISHED PLYWOODS, HARDWOOD LUMBER (THE AFFILIATE COMPANY OPERATES 6 KILNS IN ITS LUMBER YARD IN TORONTO), PARTICLE BOARDS, HARDBOARDS, PLASTIC LAMINATES, VINYL-FACED PANELS, ETC.

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EMPLOYMENT TOTALS 400. ANNUAL SALES VOLUME DOLS 22 MILLION.

THIS COMPANY IS HIGHLY INTERESTED IN FINDING U.S. SOURCES OF SUPPLY FOR SOFT AND HARD WOOD PLYWOOD, LUMBER, PARTICLE BOARDS, VINYL-FACED PANELS, HARDBOARDS, PREFINISHED PLYWOOD, AND PLASTIC LAMINATES. IT ALSO SEEKS NEW PRODUCTS WHICH IT CAN PURCHASE FOR DISTRIBUTION AND RESALE, OR WHICH IT CAN HANDLE AS AN AGENT. IT WOULD BE INTERESTED, FOR EXAMPLE, IN HANDLING NEW PRODUCTS

FOR FURNITURE CABINET, AND MOBILE HOME MANUFACTURERS, AS WELL
AS FOR THE CONSTRUCTION INDUSTRY IN GENERAL.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MONTRE01879
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740355-0092
From: MONTREAL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741258/aaaabxlo.tel
Line Count: 118
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE A-7974 OF SEPT 20, 1973
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 18 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 SEP 2002 by ReddocGW>; APPROVED <11 FEB 2003 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)
TAGS: BGEN, CA
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005